

Message Text

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PAGE 01 PORT L 00639 061426Z
ACTION AF-10

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FM AMEMBASSY PORT LOUIS
TO USDOC WASHDC
INFO SECSTATE WASHDC 7541

UNCLAS PORT LOUIS 0639

E.O. 11652: N/A
TAGS: BEXP FR
SUBJECT: ADS REQUEST: SWAN ELECTRONICS CORPORATION, OCEANSIDE,
CALIFORNIA

REF: 10 FAM 170

1. FOLLOWING FIRM INTERESTED IN CORRESPONDING WITH SWAN
ELECTRONICS:
FORGES TARDIEU LTD., 31 NICOLAY STREET, PORT LOUIS,
MAURITIUS. ATTN: MR. JOSE LEUNG TEW

2. FYI: EMBASSY CONTACTED SIX MAURITIAN FIRMS, WHO DEAL
IN PRODUCTS SIMILAR TO THOSE MARKETED BY SWAN
ELECTRONICS CORPORATION. ONLY THE ABOVE FIRM SHOWED
INTEREST IN PURSUING ANY SORT OF RELATIONSHIP WITH
SWAN BECAUSE THEY SAW NO REAL, VIABLE MARKET FOR SWAN
ELECTRONICS PRODUCTS IN MAURITIUS. ALL INDICATED THAT
THE LOCAL MARKET WAS TOO SMALL. FORGES TARDIEU, WHICH
CURRENTLY SELLS PYE RADIO EQUIPMENT IN LIMITED QUANTITIES
TO GOVERNMENT CONSUMERS LIKE THE POLICE AND FIRE BRIGADE,
INDICATED THAT IT MIGHT BE INTERESTED IN IMPORTING
ABOUT FIVE MARINE RADIOS NUMBERS 860SCE AND 860S12 2
DURING THE COMING YEAR AND MIGHT LATER CONSIDER
IMPORTING BUSINESS AND INDUSTRIAL RADIOS ON A LIMITED
BASIS. FIR FORGES TARDIEU FINDS SWAN PRODUCTS OF
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GOOD QUALITY WITH COMPETITIVE PRICES, IT MIGHT ALSO
CONSIDER HANDLING OTHER SWAN ELECTRONICS PRODUCTS
VICE PYE IN THE FUTURE. END FYI.

3. EMBASSY SUGGESTS THAT SWAN ELECTRONICS SEND PRICE LIST
FOR MARINE RADIOS AND ACCESSORIES (INCLUDING ESTIMATED
AIR FREIGHT AND CIF PRICE) TO FORGES TARDIEU AND EXPLORE

POSSIBILITY OF LIMITED AGENT/DEALERSHIP RELATIONSHIP.
KEELEY

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NNN

Message Attributes

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Disposition Approved on Date:
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Disposition Event:
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